

## Message Text

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67

ORIGIN INR-07

INFO OCT-01 ARA-10 EUR-12 EA-10 NEA-10 ISO-00 OC-05 CCO-00

OES-05 EB-07 CIAE-00 OTPE-00 FCC-02 NSAE-00 RSC-01

COME-00 BIB-01 ACDA-10 DODE-00 PM-03 L-02 NASA-02

NSC-05 /093 R

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APPROVED BY INR/DDC/OIL - JBTHRO

OC - GEORGE GETMAN

OES - LEO PACKER

EB/TT - JOHN O'NEILL

EUR/RPE - DENNIS LAMB

NEA - SEPALMER, JR.

EA/P - ANTHONY GERBER

ARA/PLC - JOHN KRIENDLER

----- 004258

R 272311Z DEC 74

FM SECSTATE WASHDC

TO AMEMBASSY ALGIERS

AMEMBASSY AMMAN

AMEMBASSY ANKARA

AMEMBASSY ATHENS

AMEMBASSY BANGKOK

AMEMBASSY BEIRUT

AMEMBASSY BELGRADE

AMEMBASSY BERN

AMEMBASSY BRASILIA

AMEMBASSY BRUSSELS

AMEMBASSY CAIRO

AMEMBASSY CANBERRA

AMEMBASSY COPENHAGEN

AMEMBASSY DUBLIN

AMEMBASSY HELSINKI

AMEMBASSY JAKARTA

AMEMBASSY JIDDA

AMEMBASSY KUALA LUMPUR

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AMEMBASSY LISBON

AMEMBASSY LUXEMBOURG  
AMEMBASSY MADRID  
AMEMBASSY MANILA  
AMEMBASSY MEXICO  
AMEMBASSY NEW DELHI  
AMEMBASSY OSLO  
AMEMBASSY RABAT  
AMEMBASSY REYKJAVIK  
AMEMBASSY TEHRAN  
AMEMBASSY TEL AVIV  
AMEMBASSY TRIPOLI  
AMEMBASSY TUNIS  
AMEMBASSY VIENNA

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E.O. 11652: N/A

TAGS: PINR

SUBJECT: FOREIGN SMALL EARTH-STATION TECHNOLOGY ASSESSMENT

1. AS PART OF AN OVERALL OFFICE OF TELECOMMUNICATIONS  
POLICY STUDY TO EXAMINE THE BALANCE OF PAYMENTS POSTURE OF  
U.S. MANUFACTURERS OF TELECOMMUNICATIONS EQUIPMENT, THE DE-  
PARTMENT HAS BEEN REQUESTED TO CONDUCT A FOREIGN SMALL  
EARTH-STATION TECHNOLOGY ASSESSMENT BY JANUARY 20, 1975.

2. OBJECTIVES OF THIS SURVEY ARE TO:

A. DETERMINE WHAT SYSTEMS AND TECHNOLOGIES WILL FILL THE  
SMALL EARTH STATION ROLE IN THE 1975-1985 TIMEFRAME;

B. PROJECT A WELL-DEFINED MARKET FOR THESE STATIONS IN THE  
1975 TIMEFRAME;

C. IDENTIFY AND RANK NATIONS, INSTITUTIONS, AND COMPANIES  
CAPABLE OF PENETRATING THIS MARKET IN THE NEXT TEN YEARS;  
AND

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D. IDENTIFY THOSE FACTORS WHICH HINDER OR PROMOTE THE  
RELATIVE COMPETITIVE ADVANTAGE OF ANY POTENTIAL SUPPLIERS,  
AND RANK THEM IN TERMS OF IMPACT FOR EACH POTENTIAL  
SUPPLIER.

3. IF INFORMATION IS NOT OBTAINABLE BY THE ADMITTEDLY-  
SHORT DEADLINE, PLEASE CONTINUE EFFORTS UNTIL ANSWERS OR

NEGATIONS ARE OBTAINED. YOUR REPLIES ARE ESSENTIAL, BECAUSE THIS INFORMATION WILL BE USEFUL IN CONTINUING COVERAGE OF THIS SUBJECT. RECIPIENT POSTS SHOULD NOT REVEAL THE ORIGIN OF THIS SURVEY AND ITS PARTICIPANTS.

4. BY WAY OF BACKGROUND, A SMALL EARTH-STATION IS DEFINED AS ANYTHING SMALLER THAN A STANDARD INTELSAT STATION. ITS ANTENNA WOULD BE LESS THAN 90 FEET IN DIAMETER. IT IS FIXED, POSSIBLY TRANSPORTABLE BUT NOT MOBILE, LAND BASED AND WORKS ONLY WITH A GEO-STATIONARY SATELLITE. FROM A HARDWARE STANDPOINT THE SYSTEMS COMPOSING A SMALL EARTH STATION INCLUDE:

A. THE ANTENNA ITSELF, ITS FEED, MOUNT AND POSITION CONTROL MECHANISMS.

B. THE RADIO EQUIPMENT WITHIN THE STATION ITSELF - RECEIVERS, TRANSMITTERS, HIGH POWER AMPLIFIERS, LOW NOISE AMPLIFIERS, RF POWER SUPPLIES, MODULATION/DEMODULATION EQUIPMENT, MULTIPLEX EQUIPMENT AND DEMAND ASSIGNMENT EQUIPMENT. OF THIS GROUP WE HAVE THE MOST INTEREST IN NON-CRYOGENICALLY COOLED PARAMETRIC AMPLIFIERS AND DEMAND ASSIGNMENT EQUIPMENT.

5. IT DOES NOT INCLUDE INTERCONNECT EQUIPMENT OR TELECOMMUNICATIONS SYSTEMS AND EQUIPMENT NECESSARY TO CONNECT THE EARTH STATION WITH THE USERS.

6. REQUIREMENT: WHAT NATIONAL PROGRAMS, GOVERNMENTAL OR COMMERCIAL, ARE CURRENTLY PLANNED OR UNDERWAY WHICH REQUIRE SMALL EARTH STATIONS? WHAT IS THE PLANNED SCHEDULE OF THESE PROGRAMS AND THE NUMBER OF STATIONS, EXACT IF POSSIBLE OTHERWISE APPROXIMATE, REQUIRED FOR EACH? WHAT

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PLANS EXIST TO ACQUIRE THE HARDWARE, INCLUDING ACCESS TO REQUIRED SATELLITE TRANSPONDERS OR PURCHASE/DEVELOPMENT OF A DEDICATED SATELLITE AS WELL AS THE NECESSARY EARTH STATIONS? WHAT PROGRAMS AND POLICIES EXIST WHICH FAVOR OR ARE INTENDED TO FAVOR HOST COUNTRY SUPPLIERS IN HARDWARE ACQUISITION? HOW IMPORTANT ARE EACH OF THE FOLLOWING FACTORS TO HOST COUNTRY ACQUISITION OF SMALL EARTH STATIONS?

A. FINANCIAL ARRANGEMENTS - INTEREST RATES, TERMS OF LOANS, DEFERRED PAYMENT ARRANGEMENTS ETC.

B. POLITICAL CONSIDERATIONS

C. TOTAL COST OF SYSTEM

D. GUARANTEE OF AND PAST REPUTATION FOR POST PURCHASE  
SERVICE AND MAINTENANCE

E. NET COST OF SYSTEM IN BALANCE OF TRADE TERMS

F. DELIVERY SCHEDULE

G. TECHNICAL PERFORMANCE OF SYSTEM (ASSUMING OF COURSE  
THAT THE SYSTEM MEETS THE BASIC NEEDS OF THE USER IN  
TERMS OF CHANNEL CAPACITY, ETC.)

H. PROVEN/DEMONSTRATED RELIABILITY AND MAINTAINABILITY  
OF SUPPLIERS EQUIPMENT.

7. INASMUCH AS THIS SURVEY IS UNUSUALLY TECHNICAL, YOUR  
COOPERATION IS APPRECIATED. HOST GOVERNMENT ASSISTANCE  
MAY BE SOLICITED. BROWN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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**Copy:** SINGLE  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
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**Disposition History:** n/a  
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**Subject:** FOREIGN SMALL EARTH-STATION TECHNOLOGY ASSESSMENT  
**TAGS:** PINR, US, XX  
**To:** ALGIERS MULTIPLE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005